

LANSBURGH & BRO.
Washington's Favorite StoreA Wrapper
Special
...FOR...
THURSDAY.

Five dozen wrappers that have been selling for \$2.25, \$1.98, and \$1.48—odds and ends—representing remnants of 3 lines; sizes 40, 42, and 44; made of percale and lawn, in light and dark effects; very stylishly trimmed; extra wide skirt, finished with deep, full flounce. All to go at

69c.

Lansburgh & Bro
420 to 426 Seventh Street.

If you
Need a
Baby Car-
riage, a Go-
Cart, a Porch
Rock, or Lawn
Settee you can buy
it here this week
At actual cost, and
On credit. Weekly
Or monthly pay-
ments arranged
To suit your
Convenience.

GROGAN'S
Credit
House,
117, 119, 121, 123 7th St. N. W.,
Bet. H and I Sts.

KNABE
Pianos
Other Make Uprights at All Prices.
PIANOS FOR RENT.
Wm. Knabe & Co.,
1209 Pa. Ave. N. W.

"Now good digestion wait on appetite,
And health on both."

The Appetite Lags

When there's little temptation to eat,
You will always have an appetite forCORBY'S
MOTHER'S
BREAD.

In very delicious stimulates the
appetite. Always uniformly fresh and
wholesome. There's nothing better for
the children—there's nothing better
for the grown folks.
Contains 20 per cent more gluten
than any other Bread baked. Sold at
all grocers. It's a fact.

Corby's
Modern Bakery,
2335 Brightwood Ave.
12-11-11

Painless Extraction 25c.
FREE—when teeth are extracted.
Beautiful Crowns, \$5 up.
Gold Fillings, 50c and up.
Silver Fillings, 25c and up.
DR. PATTON, Dentist,
1213 Twelfth Street N. W.

DR. PIERCE'S
GOLDEN
MEDICAL
DISCOVERY
FOR THE
BLOOD, LIVER, LUNGS.

PLAITING
Machines repaired and warranted, \$1.00
At OPPENHEIMER'S, 514 9th St. N. W.

PAINE'S CELERY COMPOUND
ROYAL Baking Powder.
Highest of all in leavening
strength.—U. S. Government Report.

TRADE WITH AUSTRALIA

German and American Business
Methods Compared.A Large Increase in Imports From
the United States, But It Would
Have Been Greater Had Proper At-
tention Been Paid to the Needs of
Antipodeans—Mr. Bell's Report.

George W. Bell, Consul of the United States at Sydney, in a report to the State Department, discusses the economic value of a showman in this city for the exhibition of American goods, and incidentally draws some comparisons between German and American methods of increasing their export trade. Mr. Bell writes:

"The ten classes of articles in which Germany has increased her markets in New South Wales most rapidly during the five years are apparel and drapery, arms and ammunition, books, paper, and stationery; cement, drugs and apothecaries' wares, hollow ware, iron and iron manufactures, musical instruments, sugar, and telegraphic materials.

"Her advantages in freight give her the market in cement, but there is no reason that occurs to me why we should not have a better share of the trade in the other items, save that of hollow ware.

"The ten items in which we have most rapidly grown in the same time are bicycles, carriages and materials, drugs and apothecaries' wares, iron and steel, machinery, paper, books, and stationery, sewing machines, timber, tobacco, cigars, etc., and watches and clocks. We have done well in furniture and upholstery, but we should do much better for furniture is too high in this market. We have done well in silver-plated ware; but in hardware, in which we should excel, we have not even held our own.

"There is a phase of Australian commercial transactions, the facts of which are hard to understand. This relates to the indirect trade. It is not easy to get behind the collector's books. Owing partially to our geographical situation and partially to the distribution of our industries over the continent, and also somewhat to our weakness in ocean carrying, most Australian products used by our people are purchased indirectly and do not appear on the books as trade between the United States and Australia, while a small amount of Americans goods find the Australian markets by the same circuitous method.

"Most Australian goods used in the United States are marked on the books here as exports, not to the United States, but to the United Kingdom, where they are marked 'imports from New South Wales' and are exported from the United Kingdom and 'imports into United States from United Kingdom.' Many American goods, too, owing to cheaper freights via London or Amsterdam, come to Australia indirectly, and these do not show on the books of this country as imports from the United States. This indirect trade between the United States and New South Wales, which swells the figures for England and Germany, must amount to hundreds of thousands of dollars.

"Germany, too, is giving her commercial classes substantial aid in the export of their products, and is covering the seas with enormous cargo craft. The heavily subsidized North German Lloyd Company enters into and departs from Sydney every four weeks, the vessels ranging from 7,000 to 12,000 tons burden, making time about equal to the French or English mail steamers. The German Australian Steamship Company makes about the same number of trips with its huge cargo tramps, one of which would carry almost all the freight brought to Sydney in American steamers during the whole year. These steamers run at very low expense, and the regular lines are heavily subsidized, so in freight our people are greatly handicapped.

"German business methods are superior to ours. The American agent too often says: 'You want this; it is the latest and best thing out.' And while he is arguing his customer into a good humor the German says: 'Tell me just what you want and you shall have it by the barabooza.' The American wants to satisfy himself; the German wants to satisfy his customer. The German is a merchant, while too often the American is a missionary. If the German would improve the quality of their wares and give half as much attention to style as Americans do, we would have to look out for our laurels. But in view of their enterprising, we have a hard competitor in this people.

"As to the 'showroom,' although my opinions may not harmonize with those of others, I am convinced that for German or United States merchants to establish and support showrooms in Sydney would be a waste of energy and money.

"In the introduction of a new class of wares or in the exploitation of a new market a 'showroom' might be a very useful adjunct to the individual efforts of commercial men. Should new lines of transport penetrate China, Burma, Siam, or any other country to whose people our products are new, a showroom, where our fabrics could be exhibited among curious enquirers, would undoubtedly hasten the introduction of many kinds of goods. There are large centres of population where there are no such facilities for the very useful and in general, profitable for the new candidates for commercial favor.

"But none of these conditions exist in Sydney. Sydney is one of the strongest competitive points on the globe. She occupies a unique geographical position, at most on the opposite side of the world from all the great commercial centres. From London, from the Channel, from the Mediterranean, from the Indian Ocean, from the Cape of Good Hope, from the Straits of Suez, and through Torres Straits, ships from more than twenty nations ride at anchor in Sydney Harbor. The goods from every commercial country are pushed on the market by enterprising agents and displayed in great saloons, rivaling in appearance, in capacity, and in skill of management those of the most pretentious cities of Europe and America.

"No people in the world are more familiar with the various products of competing nations or better informed as to the relative merits of goods.

"There is hardly a shop (a place where goods or wares are sold) in which the American articles are not displayed and sold. The same is true to a less degree of German, Austrian, French, Japanese, and other goods. At the annual 'royal show' the finest exhibits are in American machinery.

"American goods need no 'introduction.' They are famous to every house in Sydney, and so popular that we now sell at

most three times as many articles as we did but six years ago, and almost as many as all other foreign countries combined.

"Unless complete and up to date, a showroom would be worse than useless, and less than 500,000 as initial cost would not make it worthy of the metropolis of Australia. Germany may establish such a display here, but the agent, being on the ground, is the best judge of the demands of the trade, and the house should see that the manufacturer furnishes to order.

"The American goods enter the way in the Australian markets. The people like them and want them, but there are some details which require change. In some classes of American products, as in music—there seems to be a faulty system of inspection in New York; in others, such as cotton textiles, the manufacturers seem so wedded to their own likes that they decline to alter to suit foreign dealers. Many strive to build up a foreign trade and then throw it away on the slightest revival of the home market, while almost all of our great firms drive harder bargains as to terms than do any of their competitors.

"But we are now in the export trade, and as we learn what the outside world wants, we will doubtless soon correct these faults, and our foreign trade will work as smoothly as our domestic trade."

SOCIAL AND PERSONAL.

Mrs. Harry F. Schlegel is spending the summer at the Shenandoah, Harper's Ferry.

Mrs. George E. Corson and Miss Edna Lois Corson, 1154 Seventeenth Street, are spending a few weeks at Summerset, Stafford county, Va.

Capt. and Mrs. L. H. Frederick and daughter and Mr. and Mrs. Charles A. Ecker and daughter have returned from their vacation spent at the sea shore.

An Fervent Boy, the Turkish Minister, has conversed so favorably as to admit of the departure of his family physician, Dr. W. W. Johnston, from the city on his summer vacation. The minister and family hope soon to be able to go, for a time, to some sea coast resort.

Mr. and Mrs. H. O. Havermyer, Jr., whose marriage occurred recently at Newport, sailed for Europe today.

Mr. G. M. Jones, of the Postoffice Department, is spending his vacation at the Brandon, Greenwood Lake, N. Y.

Miss Amy Law, of this city, was among the singers who contributed to the concert given at the other evening at the Earlington, Richmond Springs.

Mr. and Mrs. T. Graham have as their guests Miss Emily Graham, of Philadelphia, and Miss Walker, of England.

Mr. and Mrs. J. H. Hensley, who went abroad earlier in the season, are now visiting the Paris Exposition.

Mrs. W. E. Clark will spend the month of August at Halifax, Nova Scotia.

The Ambassador to Italy and Mrs. Draper, who arrived in this country the other day, will spend the first days of their annual vacation at Bar Harbor, as they did last year. They will be located at the Malvern.

Dr. and Mrs. Percy Hickling will sail for Europe today. Dr. Hickling is a delegate from the American Medical Association to attend the International Medical Congress at Paris. They will return about September 1.

Mr. and Mrs. J. F. Hill, of Rhode Island Avenue, have gone into camp in the Caiskill Mountains.

Gen. C. H. Burton, U. S. A., is an all season guest at Asbury Park.

The marriage of Miss Julia Denison Burr Thompson and Mr. Albert Cottle took place yesterday at noon at St. Paul's Church, on Twenty-third Street, Rev. Alfred Hardin officiating. The bride is the daughter of the late Charles Gage Thompson, of Richmond, and sister of Paymaster Charles P. Thompson, who died in the Philippines. She has resided since the death of her father. The groom, who is now a resident of this city, formerly lived in Boston.

Mrs. William J. Boardman and Miss Josephine Boardman, of Dupont Circle, have taken the Smith cottage at Lenox for the season. Mr. Boardman, of Miss Mabel Boardman are at present at one of the cottages at Windemere Park, at Manchester-by-the-Sea, but will shortly go to Lenox.

WOMEN AS TRAVELERS.

They Can Go Round the World for One Thousand Dollars.

NEW YORK, July 25.—Mrs. Eliza Archer Connor, who has just returned from her trip around the world, says that any average woman can go around the globe alone with perfect safety.

"Any woman who can 'keep her head,' has a kindly feeling for people in general and can adopt the point of view of the country in which she is staying will have no trouble," said Mrs. Connor yesterday. "Above all things, don't be fussy! There is only one subject in which a woman traveling is entitled to make a fuss, and that is cleanliness. She has a perfect right to insist on having an ample supply of water, and she frequently will find it something of a struggle to get it.

"A trip round the world is the greatest educator imaginable. You cannot help having your views broadened, and it enlarges one's sympathies to a wonderful degree. I have a vastly greater liking for the race as a whole than I had before. I had no idea that people in general were so kind. I was in a Spanish boarding house in Manila with a broken arm and treated with great kindness and care. How funny it all was! The servants were Tagals, and every day after luncheon they would take the cloth off the dining table and leaning back in the big dining chairs would put their dusty, bare feet on the table and go to sleep. Meanwhile the mistress would take her siesta in her room. The Tagals are far inferior to the American negroes, both intellectually and physically. It is the mixed Tagal and Chinese blood that is making the trouble. Australia is a 'mixed' thing. One of the many points of difference between the Japanese and the Chinese is that the latter intermarry freely with inferior races, while the former never do.

"Japanese women are developing at a startling rate. They are extremely intelligent and observant, as well as ambitious. There is an immense difference noticeable in Europe between the Latin races, on the one hand, and the Anglo-Saxon and Germanic on the other. The symptoms of this difference are especially noticeable in the women. In France the women are far superior to the men in physique and in general intelligence. The Spaniards are as unprogressive in their own country as in their colonies. In Manila, where they have ruled, there is neither drainage nor sewerage. In Singapore, which is as large and under the English rule, it is beautifully clean and beautiful, although less favorably situated."

Mr. Connor says that in all her journey, she has never found herself in special need of protection. "English speaking people are to be found everywhere, and one can get about without any other language." Asked about the cost of a trip around the world, she answered: "It can be made as low as \$1,000. If one goes to boarding houses instead of big hotels, and walks or takes a rickshaw, instead of cabs when possible. The woman who is a good walker has an immense advantage, and will save far more than her less hardy sister, who can go only where 'cabbies' takes her."

"HECHTS' GREATER STORES,"

513-515 Seventh Street.

Sacrifices previous to
taking inventory!

This last bargain offering will be a "hummer." It will be loss selling all the way through, but we shall dispose of hundreds of dollars' worth of stocks which have dwindled down to odd lots and remnants, and which should not be taken account of. All the odd lots and remnants and ends of lines are offered at an enormous markdown, and any purchase you wish will be "charged" as usual.

5c yard for small lot of 40-inch plain colored lawns, which formerly sold for 15c yard.

2c for small lot of remnants of figured lawns, which formerly sold for 6c yard.

3c yard for lot of yard-wide percales and 32-inch dimities in remnants; sold for 12c yard.

6c yard for odd lot of wash goods, comprising figured and striped lawns, piques, ginghams, batistes, Jaconet lawns, etc.; some full pieces and some short lengths; sold up to 25c.

5c yard for small lot of white pique and 40-inch Victoria lawns, in remnants, which formerly sold for 12c yard.

15c yard for 40c, 60c, and 75c black and colored dress goods, in lengths from 1 to 15 yards, comprising 45-inch black figured mohairs; 50-inch all-wool ladies' cloth; all-wool double-width flannels; colored and black cashmere; colored and black serges; all-wool double-width plaids, etc., left from the season's selling, and which we would rather not take account of in the inventory; choice for 15c yard.

3c yard for 15c, 20c, and 25c dress goods, consisting of yard-wide colored cashmere, double-width plaids, double fancy weave dress goods, in remnant lengths of from 1 to 10 yards. This is an enormous reduction and an immense bargain.

4 ladies' black brilliantine bathing suits, which were \$4.98, to go for \$2.98.

14 ladies' suits in navy blue and black and bluish grey, of cheviot serge; sold formerly for as high as \$15; for \$5.

12 ladies' wash silk waists, which formerly sold for \$2.98, to go for 99c.

8 white tulle silk waists, formerly \$8.50, for \$3.50.

15 odd rainy day skirts, with plaid backs; formerly \$7.50, for \$3.98.

9 fine black brilliantine skirts, formerly \$7.50, for \$3.98.

2 fine linen skirts; one trimmed with white applique, with flounce, and the other trimmed with hemstitching and linen lace inserting; formerly \$9.98, for \$3.98.

1 pink organdie dress, trimmed with ribbon, formerly \$24.98, for \$10.

50 boys' wash suits, of Galatea cloth, formerly 75c; for 29c.

20 boys' Galatea cloth suits; sizes 3 and 4, formerly 50c, for 15c.

Lot of boys' pique, duck, and Galatea cloth suits; formerly \$2, for 98c.

Lot of boys' white pique and duck long and short pants; 19c formerly—50c.

Lot boys' Galatea cloth knee pants, 94c; formerly 19c.

20 boys' "Mother's Friend" laundered shirt waist shirts; made like men's shirts; open front; white neckbands; to be worn with white collars and detached cuffs; for 49c; sold for \$1.

Lot of flowers, embracing violets, lilacs, and roses, etc., for 5c bunch.

Lot of straw braids; all colors, 2c yard.

Lot men's band and shield bows; washable, 5c.

Lot men's suspenders; formerly 15c; for 3c.

Lot men's patriotic string ties, tees, and band bows; for 5c each; sold for 25c.

Lot men's black and tan low shoes; formerly \$2; for \$1.23.

3c for choice of odd lot of toilet soaps, German cologne, hand scrubs, petroleum jelly, face powder, household ammonia, and tooth brushes; some of which sold for 15c.

Odd lot of stick pins, shirt waist sets, side combs; sold up to 25c, for 3c.

2c for choice of lot of ladies' neckwear—puffs, linen collars, pique stocks, bow ties, etc.

1c yard for remnants of linen edgings for trimming; sold for 10c.

3c pair for lot of child's fast black ribbed hose; in sizes 5, 5½, and 6.

12c pair for lot of ladies' light blue drop-stitch hose; formerly 25c pair.

9c for lot of children's "Nazareth" waists; sold for 15c.

19c for lot of shirt waists; all colored effects; one, two, or perhaps three of a kind; worth up to 98c, for 19c.

59c for two pique reefers for children; one a 3-year size and one a 4-year size; were \$1.98.

25c for four colored undershirts of mercerized material; sold for 98c.

4 true-fit nursing corsets; sizes 24 and 25; to go for 29c.

HECHT & COMPANY,

513-515 Seventh Street.

A BLAZE IN HAMPTON.

Dwellings, a Coal Yard, and a Saw-mill Destroyed by Fire.

NEWPORT NEWS, Va., July 25.—That portion of King Street, Hampton, extending from the corner of Union Street to the residence of Mrs. Caroline Whiting and a strip on Union Street running from the corner to the home of Mr. Hobbs, were destroyed by fire, which broke out shortly after 2:30 o'clock yesterday morning.

The buildings were all frame, and the fire made great headway owing to the extreme dryness and the combustible condition of the property destroyed. Besides the buildings, the wood, coal, and fuel yard, which was owned by George Guy, who also is a loser to the extent of five buildings, was burned.

The water supply was poor, and the firemen could scarcely cope with the blaze. They, however, succeeded in confining the flames to the district in which it began.

The fire will likely result in a loss of from \$10,000 to \$15,000, partly covered by insurance. The origin of the blaze is unknown.

A Bridegroom of Ninety.

WILLIAMSPORT, Pa., July 25.—Almer Moorhead married a couple yesterday whose ages aggregated 167 years. They were Nathaniel Tolbert, colored, aged ninety, and Mrs. Catherine Davis, white, aged sixty-seven years. The bridegroom is a veteran of the civil war, as was also the former husband of Mrs. Davis. Immediately after congratulations by a score of lawyers who were present the pair boarded a trolley car and rode to their home, on Charles Street. Tolbert came to this section many years ago, shortly after having received his freedom from John Janney, a Maryland slave-owner, long since dead.

Wyatt's Scaffold Completed.

ANNAPOLIS, Md., July 25.—Carpenter George Higgins, of Annapolis, has completed the scaffold on which Robert T. Wyatt will be hanged Friday for the murder of Capt. Oliver M. Caulk. Sheriff Bowie will issue summons to a limited number of witnesses, including representatives of the press, as he intends to have the execution as private as possible.

GIFT FOR DR. BILLINGS.

People of Charlestown, W. Va., Present Him With a Watch.

CHARLESTOWN, W. Va., July 25.—Dr. M. C. Billings, of the Marine Hospital Service at Washington, who has had charge of the small hospital at this place since its establishment about a month ago, was presented last night with a handsome gold watch and chain by the citizens of Charlestown, through the mayor and council, in recognition of his faithful and competent services in conducting the hospital and treating the patients.

The watch was presented by T. C. Green, a member of the Jefferson bar and a councilman, in an appropriate speech. Dr. Billings responded felicitously.

Dr. Billings will return today to Washington, and Dr. C. T. Richardson, of this place, will succeed him at the hospital. All the patients have recovered and been discharged except two, and only five are detained at the detention house.

A Wonderful Fish Caught.

OCEAN CITY, Md., July 25.—A wonderful fish which Captain Ludlum caught yesterday and has offered the Academy of Sciences, Baltimore, weighs about 200 pounds. It has fine like ears and its tail works as if on hinges. The tail is used like a propeller and to guide as well as to navigate. Nothing like it was ever seen in these waters before. To feed it has to raise its body upward. People walked miles through the hot sun to look at it. No one seems to be able to identify it.

AMUSEMENTS.

AMUSEMENTS.

SPEND A COOL DAY AT

CHESAPEAKE BEACH

ON-THE-BAY. (One Hour's Ride.)

Band Concerts, 11 A. M., 3 and 7 P. M.

Scenic Railway, Every amusement for both old and young, and a cool salt breeze all day long. A board walk, more than one mile long, extending over the water, and a mammoth dining casino.

Take the 5 P. M. Bay Shore Limited.

ARRIVES CHESAPEAKE BEACH 6 P. M.; TIME FOR A PLUNGE AND DINNER.

A RIDE OF 62 MILES TO CHESAPEAKE BAY AND HOME FOR 50c

Round Trip,	Week-Day Trains.	Sunday Trains.	CHILDREN,
50c	Going. Returning.	Going. Returning.	25c
Parlor Car Seats,	10:00 a.m. 12:00 p.m. 1:00 p.m. 2:00 p.m. 3:00 p.m. 4:00 p.m. 5:00 p.m. 6:00 p.m.	10:00 a.m. 12:00 p.m. 1:00 p.m. 2:00 p.m. 3:00 p.m. 4:00 p.m. 5:00 p.m. 6:00 p.m.	Parlor Car Seats,
15c Each Way	Take Columbia electric trolley—allow 25 minutes to reach station.	Take District Line trolley—allow 25 minutes to reach station.	15c Each Way

AMUSEMENTS.

EXCURSIONS.

GLEN ECHO PARK.

George Thatcher.
Miss Stevens and Little Alma.
Haley and His Flute.
College Alumni String and Glee Club.

AMPHITHEATRE TOMORROW NIGHT.

All Seats 10 Cents.

FIREWORKS, 8:30.

All Roads Lead to the

Palm Garden

FASHIONABLE VAUDEVILLE.

TODAY AT 4 AND 8:30 P. M.

ALLEN and DELMAIN, T. H. P. HABLE

ESCAMILLAS, PARLIZ, MAYOR THRO, and

BERT COOTE & CO.

PRICES: MATINEES, 15 and 25c.

EVENINGS, 15, 25, & 50c. 12:15-11

ALWAYS ENJOINED.

A TRIP TO

"WILDWOOD."

MUSIC AND DANCING

every evening, 8 to 11. Water on grounds from

Tatum's Tobacco Store.

Chevy Chase Lake.

LEVY, THE GREAT CORNETIST, and MADAME

STELLA COSTA-LEVY. Evenings, at 8 and 9:30.

12:15-11

Appropriate Thing

To own a good silk hat, and highly necessary to have a good, secure case in which to keep it.

Leather

Hat

\$3.50. Cases

We are showing at only \$3.50 the best values

ever offered. Handsomely bound and finished.

Fine Leather Suit Cases, \$4.50.

Not many left—best bargain we offer

TOPHAM'S,

Headquarters for

Travelers' Trappings,

1231-1233 Pa. Avenue.

Factory, 1215 12th St.

Repairing well and promptly done.

PERSPIRATION

cannot be prevented, but its objectionable features

can be safely and easily removed.

TALCUTINE,

a delightfully soft toilet powder—a favorite with

clean people. Sold and GUARANTEED at all

drug and department stores.

PRESENTS

ELEGANT

FOR PREMIUM STAMPS

KING'S PALACE

812-814 7th St. 715 Market Space.

W. L. DOUGLAS \$3.50 SHOE.

My Washington Store, 923 Pa. ave. n.w.

BOYCOTTED BY THE PULPIT.

A Michigan Newspaper Attacked for

Printing a Sunday Edition.

HIGHTSTOWN, Mich., July 25.—Hightstown's Co-Ministerial Association has started

a boycott on the Hightstown "Daily Mining

Chronicle." At numerous churches in the

copper mining